

Select Energy Services, Inc. (SESI) offers comprehensive energy efficiency, engineering, design, installation, and maintenance services to a wide range of Government-sector clients. We have designed and installed efficiency improvements valued at more than \$750 million, saving our clients over \$200 million annually.

Founded in 1982 as HEC Inc. to improve energy efficiency in hospitals, SESI was among the first energy services companies. Our work required consulting, engineering, project management, and financing skills to achieve savings while meeting rigorous codes. Just a few years later, we had expanded these benefits to commercial, institutional, and industrial facilities. In 1990, SESI was acquired by Northeast Utilities (NU), New England's largest utility. Our capabilities broadened to include "all-energy" sourcing, mechanical and electrical contracting, and long-term service. As NU's unregulated subsidiary, SESI operates independently without product affiliation, combining the resources of a leading electric utility with economically and technically viable engineering solutions.

SERVICES

SESI offers clients a range of services that includes comprehensive energy savings retrofits, energy and water audits, feasibility studies, design, construction management, electrical and mechanical contracting, financing, commissioning, training, remote monitoring, savings verification and evaluations, and energy equipment and system operation and maintenance programs. We also provide full installation of energy, water, wastewater, and industrial process improvements, including lighting, HVAC and controls, mechanical and electrical system retrofits, and upgrades to or construction of power, boiler, and chiller plants. SESI can also help facilities solve power quality and reliability problems and catch up with deferred maintenance.

TECHNICAL STAFF

SESI's unique staff combination offers clients proven energy solutions with the foresight to plan for future challenges and needs. Over 70% of our staff are degreed engineers with professional licenses in many states and Canada, giving them the hands-on field experience to help Federal installations meet the challenges presented by the 1992 Energy Policy Act and Executive Orders 12902 and 13123. We have 100 energy and design engineers focused on conservation technologies and dedicated to implementing measures to capture energy savings. Our management team has held senior-level positions throughout the energy services, contracting, and utility industries. SESI is one of the few energy services companies that is self-sufficient in all energy technology engineering design talent, possessing a thorough understanding of utility systems, energy markets, regulations and codes, and construction with practical experience in engineering and construction management. SESI provides analysis, engineering, and implementation for the following technologies:

- Chiller Plant Upgrades/Replacement
- Variable-Speed Drive Applications
- Alternative Energy Sources (solar/wind/hydro)
- Boiler Plant Upgrades
- Building Envelope Technologies
- Clean Air Compliance, Emission Testing
- Cogeneration and Gas Turbines
- Compressed Air Systems
- Dehumidification/Desiccant Cooling
- Energy Management Systems
- Fume Hood Control
- Geothermal Heat Pumps
- HVAC Systems Upgrades/Replacement
- Lighting Technologies
- Peak Reduction Program Strategies
- Power Quality Engineering
- Refrigeration Systems
- Steam/Hot Water Distribution Systems
- Thermal Energy Storage Systems
- Energy Center Development
- Waste Stream Reduction
- Water Conservation
- Water/Wastewater
- Heat Pump Applications/Technologies

PRODUCTS

In order to provide our clients with the best-value energy engineered solutions, SESI's recommendations are not based on financial rewards from manufacturers, nor do we hold a financial interest in any manufacturer's products. This enables SESI to provide our clients with the best energy source, equipment, or system available to meet their specific facility needs.

FINANCIAL STRENGTH

SESI's success has resulted in investment of over \$750 million in energy-efficiency improvements to its customers' facilities. Contributing to our financial strength is our parent, NU, drawing on its asset base and credit rating to provide working capital and other financial backing as required. SESI has been consistently profitable since its acquisition by NU in 1990, building up retained earnings that allow internal financing of design and construction phases. Additionally, to provide competitive interest rates for our clients, we have negotiated certificates of participation with a group of banks. SESI employs a number of financing and leasing instruments to respond to the varying needs of our clients.

PROJECT EXPERIENCE

SESI has long been a leader in the energy services field, and is considered one of the premier energy services companies in both the Government and private sectors. Since 1982, SESI has been providing energy efficiency and design/build services at Federal facilities. Some of these projects include:

- Tobyhanna Army Depot, PA
- Pease Air Force Base, NH
- New London Submarine Base, CT
- Portsmouth Naval Shipyard, NH
- Fort Sam Houston, TX
- NSA/NAS New Orleans
- General Services Administration
- United States Postal Service
- NSA Naples, Italy
- NAS Sigonella, Italy

RESULTS

As an experienced performance contractor, SESI offers its clients paid-from-savings or guaranteed savings contracts. Because we incur the risk of meeting targeted savings, our clients are free to concentrate on what they do best. Our diagnostic skills allow us to produce consistently greater savings from engineering-based energy solutions. We have always met our savings guarantees, and our performance contract projects have won national awards.

CONTACT

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